

## Pacifica a Heavyweight in Lightweighting

It's no light thing, the Altair Enlighten award. Just ask Fiat Chrysler.

The company's 2017 Chrysler Pacifica minivan last week was awarded the top prize in the full-vehicle category at the fifth annual Altair Enlighten Awards for innovation in automotive lightweighting, said Fiat Chrysler spokesman Eric Mayne.

The company was able to achieve its lightweighting success, Mayne said, because engineers blended high-strength steels, aluminum and magnesium to craft a body structure that is 168 pounds lighter than that of the minivan model it replaced in FCA showrooms.

The total vehicle weight differential is nearly 250 pounds, Mayne said.

"The 2017 Chrysler Pacifica is a testament to our team's engineering capability," said Phil Jansen, head of Product Development – FCA North America.

"It's not only lighter than the vehicle it replaced; it's longer, wider and more efficient. The Pacifica has also earned superior safety ratings and widespread media acclaim.

"We are proud to add the Altair Enlighten Award to its list of team achievements."

Weight reduction is a key contributor to improved fuel economy, Jansen said. In highway driv-

ing, the new 2017 Chrysler Pacifica earns a best-in-class rating of 28 miles per gallon (mpg) from the U.S. Environmental Protection Agency (EPA).

Its combined city/highway rating of 22 mpg is unsurpassed in the minivan segment, while the new vehicle's unique construction also benefits the 2017 Chrysler Pacifica Hybrid.

With an EPA rating of 84 miles-per-gallon-equivalent (MPGe), the Pacifica's electrified twin "rewrote the record books" as the industry's most efficient minivan of all time, Jansen said.

And the reduction in weight did not come at the expense of

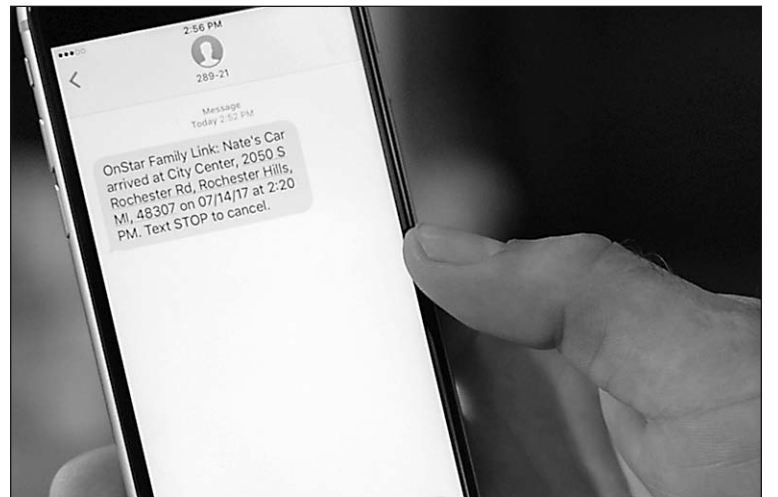
safety, Jansen said. Against this backdrop, the Pacifica – which is longer and wider and seats one additional occupant, compared with its predecessor – earned a Top Safety Pick+ rating from the Insurance Institute of Highway Safety, along with a five-star crash rating from the U.S. National Highway Traffic Safety Administration.

Among the innovative aspects of the new Pacifica's design is its tailor-welded-blank door structure, which utilizes ultra high-strength hot-stamped steel, and its hydroformed loadbeams, also

CONTINUED ON PAGE 2



The Pacifica frame was honored for losing weight and staying strong.



Parents can use their phones to check on their kids, thanks to Chevy.

## New OnStar Systems Help Keep Families Connected

With nearly 362,000 kids in the U.S. turning 16 in August – more than in any other month this year – Chevrolet knows parents with driving-age children need a little added peace of mind.

And to make achieving that peace of mind easier, said GM spokeswoman Maureen Bender, throughout August, Chevrolet is offering customers three months of free OnStar Family Link.

OnStar Family Link allows parents to stay connected to their teens no matter where their young drivers roam by providing

access to teens' vehicle locations, Bender said. Parents can also set up email or text alerts to know when a vehicle has arrived and departed a destination or traveled outside a specific area.

"The day your children start driving is a dream come true for them, but it can be a nightmare for a concerned parent," said Luciana Chamberlain, Family Link product marketing manager for Chevrolet. "OnStar Family Link can help minimize a parent's

CONTINUED ON PAGE 4

## Mustang Owners Bring on The Noise, but Keep Quiet

As the saying goes, there is a time to sow, a time to reap. And Ford believes there is a time to roar and a time to be a good neighbor, at least when it comes to the 2018 Mustang.

Ford has developed a way to control the sound a 2018 Mustang engine makes, said Ford spokesman Dan Jones, as way for Mustang owners to also be good neighbors.

It all started when someone called the cops on Steve von Foerster, Jones said. The former head of vehicle engineering for

Ford Motor Company wasn't thrilled, but he understood why.

On an otherwise peaceful morning in his suburban Detroit neighborhood, Jones said von Foerster had just backed a Shelby GT350 Mustang out of his driveway.

As the car's V8 engine thundered, an annoyed neighbor set aside a coffee cup and dialed 911, von Foerster said. He had left before the officers arrived, and he didn't end up with a

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Von Foerster found a way to control engine noise in the Mustang.

## Detroit Automakers Slow Down Fleet, Rental Car Sales

by DEE-ANN DURBIN  
AP Auto Writer

DETROIT (AP) – U.S. sales of new cars and trucks showed declines in July as automakers cut back on low-profit rental car sales and consumers waited for Labor Day deals.

July was likely the seventh straight month of lower sales. Analysts have been predicting lower U.S. sales this year as de-

mand levels out after an unprecedented seven straight years of growth.

General Motors said its sales fell 15 percent in July, while Ford's sales were down 7.5 percent. Both companies cut sales to rental and corporate fleets. Fiat Chrysler's sales were down 10 percent. Volkswagen's sales dropped 5.8 percent, while Nissan's sales fell 3 percent. Honda's sales were down 1.2 percent.

U.S. new vehicle sales hit a record 17.55 million last year. July's pace would put annual sales at 16.5 or 16.6 million, said Alec Gutierrez, a senior market analyst with the car shopping site Kelley Blue Book. That was lower than he expected, but not enough to change his full-year forecast of 17.1 million sales, he said.

Mark LaNeve, Ford Motor Co.'s U.S. sales chief, said automakers

have been preparing for a dip in U.S. sales, but July was likely a blip and not an acceleration of that trend.

He said GM's decision to cut sales to rental car fleets by 81 percent – or 11,200 vehicles – was a big factor.

Ford also cut fleet sales by 26 percent, and it had to stop sales of its Transit commercial van for

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2017 GMC Acadia



2018 Ford F-150



2017 Jeep Compass

CONTINUED ON PAGE 2



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## Altair Honors Pacifica for its Lightweighting

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made from ultra-high-strength steel, Mayne said.

These and other advances enhance crashworthiness and contribute to torsional stiffness that is 88 percent greater than that of the vehicle it replaces, said Mayne.

In addition, he said, the new Pacifica minivan also makes strategic use of aluminum – its hood and sliding doors are made of the lightweight material.

Further, the Pacifica's liftgate comprises an aluminum outer panel bonded to a cast-magnesium inner panel – one of the largest cast-magnesium automotive components in high-volume production, Mayne said. The combination of the two materials contribute to weight savings of 18.5 pounds per vehicle.

With last week's presentation, the 2017 Chrysler Pacifica and Chrysler Pacifica Hybrid have received more than 50 honors.

# New Technology Lets Chrysler Police Cars Look Behind

Fiat Chrysler has enhanced the capabilities of its Officer Protection Package and has extended the program to 2018 Dodge Charger Pursuit law enforcement vehicles.

The Officer Protection Package is designed to increase an officer's situational awareness when parked and working inside the Charger Pursuit, said FCA spokesman Ralph Kisiel.

"The Officer Protection Package is the result of our continued focus on officer safety in our Charger Pursuit," said Jeff Kommer, vice president – U.S. Sales Operations, Fleet and Small Business Sales.

"With critical input and guidance from our Police Advisory Board, we have enhanced the technology's capabilities for the 2018 model year with some additional sensors to provide officers with an expanded field of protection."

First offered by Fiat Chrysler and InterMotive Inc. on the 2017 Charger Pursuit, the Officer Protection Package will continue to be available at no cost to U.S. law enforcement agencies in the 2018 model year.

The Officer Protection Package uses InterMotive's Surveillance Mode Module with Fiat Chrysler's Fleet Safety Group technology – ParkSense rear park assist system, ParkView rear backup camera, and Rear Cross Path detection – to alert officers when movement at the rear of the vehicle is detected.

The Rear Cross Path detection is new to the package for the 2018 model year.

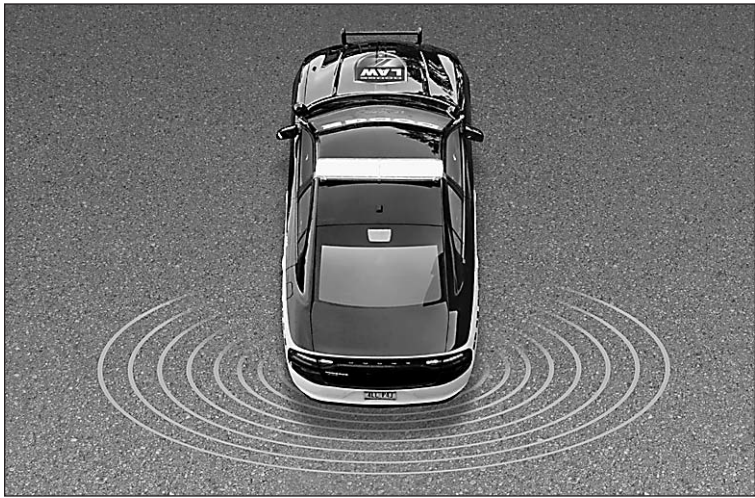
This system warns drivers of lateral traffic when they are backing out of parking spaces, Kommer said.

When InterMotive's module is

activated – by simply pressing the Aux 1 button on the steering wheel – these additional sensors will be turned on, significantly increasing the area monitored and providing additional security for the officer, Kisiel said.

If and when the sensors detect motion, a chime will sound to alert the officer of potential danger in the area. The officer can immediately see what is behind the vehicle via the camera monitor.

At the discretion of the law enforcement agency, the tripped sensors can initiate any or all of the following: a signal for the doors to lock, front windows to roll up, reverse lights to turn on and tail lights to flash, all automatically, giving the officer a few extra seconds to react to the situation.



New tech lets police car drivers "see" what's behind them.

The Officer Protection Package, provided by Fiat Chrysler and InterMotive and easily installed (plug and play) by the

law enforcement agency, is available effective immediately on all 2018 Charger Pursuit U.S. orders, Kisiel said.

## Fiat Chrysler Diesel Gets EPA Certification

CONTINUED FROM PAGE 1

legal limits that can cause human respiratory problems. FCA has contended that it did not install the software with intent to cheat on tests.

The lawsuit came as diesel engines came under greater scrutiny from the EPA and regulators across the globe after the Volkswagen diesel emissions cheating scandal. VW admitted using software to cheat on tests for years before the scam was discovered

by West Virginia University and a nonprofit group advocating for stronger pollution controls.

A similar lawsuit was filed against VW, but it was settled along with claims from car owners. The settlement could cost over \$20 billion. Vehicle owners also have sued Fiat Chrysler.

The EPA said the certification of the 2017 diesels means they will be able to comply with emissions standards for their full life. "As part of the EPA's ongoing work to prevent the use of illegal

defeat devices, the EPA has subjected these and many other diesel vehicles to additional scrutiny using special testing protocols," the agency said in a statement.

Automakers can't sell vehicles without getting certification from the agencies, so Fiat Chrysler was forced to halt production and sale of the 2017 models. The company recently resumed production at a slow rate in anticipation of approval.

FCA CEO Sergio Marchionne said on a conference call with analysts July 27 that he's "pretty comfortable" that the U.S. diesel dispute will be resolved soon. He was less optimistic about similar complaints in Europe.

## Army to Hold Live Exercises On Mound Road

The U.S. Army's Detroit Arsenal will conduct an emergency response training exercise in cooperation with city, county and state partners beginning at 9 a.m. Aug. 8 at the Army installation in Warren near Mound Road and 11 Mile Road.

The training exercise will test the Army's and community emergency responders' ability to react to a simulated explosion near the 11 Mile Road entrance to the installation.

Smoke will be used and many emergency vehicles will be responding to the 11 Mile Road entrance of the installation.

It will be just a simulated event, said Steve Ball, U.S. Army public affairs office.

"Should anyone hear the noise generated from the exercise, people should remember that it is not real," Ball said.

Traffic around the Arsenal will be affected by the exercise, Ball said. During the facility evacuation portion of the exercise from 12:30 to 3:30 p.m., both eastbound and westbound entrance ramps from I-696 to northbound Mound Road will be closed, as well as periodic closures on westbound 11 Mile near the arsenal.

The northbound entrance ramp to Mound Road from 11 Mile Road will also be closed. Northbound traffic on Mound Road will be restricted between 11 Mile and 12 Mile roads. Also, periodic closures to westbound Mound Road near the arsenal between Van Dyke and Mound will take place beginning at 9 a.m.

In preparation for the exercise, the 11 Mile Road entrance to the installation will be closed, which may also cause traffic backups on northbound Mound Road from 6 to 9 a.m., Ball said.

For more information, contact Ball, U.S. Army public affairs office, at 586-282-7573.

## WSU President Takes Tour of State

DETROIT (AP) – The president of Wayne State University is touring Michigan on his bicycle to hear from residents outside of Detroit.

M. Roy Wilson invited local cycling clubs to join him as he covers an average of about 100 miles a day on his bike. He began his journey Aug. 1 in St. Clair.

"I've always liked to do organized rides, both here in Detroit and in Colorado (where he lived before coming to Wayne State)," Wilson said. "It gets me out into the community and invariably I meet people I wouldn't normally meet. It's been a way to get a better perspective of life outside of

whatever city I was living in."

Wilson said he's using the bike tour to venture outside his bubble after seeing the country's clear division during last year's presidential campaign.

"Neither Denver or Detroit completely represent the viewpoint across their states," he said. "I'm just interested in being able to connect with people. I thought it would be fun to combine cycling with a listening tour."

Wilson has invited the public and local elected officials to join him in the evenings to talk about higher education issues, including college affordability.

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## 2017 Camaro ZL1 1LE Runs Rings Around the Nurburgring Track

by Jim Stickford

Great performance just doesn't happen. It takes the hard work, skill and dedication of engineers and designers.

Showing great performance, on the other hand, isn't that difficult. Just take a sports car to the famous Nurburgring track in Germany and show how fast the vehicle in question completes a lap of the 12.9-mile-long track.

And that's just what Chevrolet did with the 2018 Camaro ZL1 1LE. The brand sent a team to the Nurburgring track last spring and put the 2018 Camaro ZL1 1LE through its paces.

The result was a track lap time of 7:17.4 minutes.

This beat the lap time of the 2017 Camaro ZL1, which did the track last year in 7:29.6 minutes.

According to the nurburgring-paltimes.com (which lists the 100 fastest times around the track), that makes the 2018 Camaro ZL1 1LE faster than the 2010 Porsche 911 Turbo S (7:32 minutes), the 2005 Pagani Zonda F (7:33 minutes) and the 2016 BMW M4 GTS (7:27.88 minutes).

It even makes the Camaro ZL1 1LE faster than Chevrolet's 2012 Corvette ZR1 (7:19.63 minutes).

The reason Chevy brought the Camaro to Nurburgring was simple, said Miles Egbert, a Vehicle Performance engineer in Chevrolet's Performance Car department.

"It gave the car a chance to show how well it performs on a

track that is recognized as a global stage for performance vehicles," Egbert said.

"We were very excited to go to Germany," he said. "This last trip we made in April was the second time we brought the ZL1 1LE Camaro variant."

"I call what we did a fun and unique development trip. Not a lot of engineers have the chance to go on one."

Egbert said that the biggest challenge was navigating a 12.9-mile-long track in less than eight minutes.

"Remember, we brought a production car, a factory content vehicle," Egbert said. "When you're traveling that fast, going around a 12.9-mile track in less than eight minutes, the driver doesn't have the ability to see everything. It requires great concentration and our airbag sensor was seeking to deploy because our speed was so great the computer thought the car had rolled over."

The vehicle was undergoing stresses that it wouldn't see in a more normal driving environment, Egbert said. That meant GM engineers had to calibrate ABS, the airbag, and other equipment to be able to handle upshifts while the car was going 170 mph.

The driver was by himself and using a manual transmission, Egbert said, adding that they were acquiring a lot of data about the car – "and that's been very useful."

"I even went around the track

once myself as a passenger," Egbert said. "We weren't going for the record, but we were going fast. If I didn't know the driver, Bill Wise, and how good he was, I would have been terrified."

As it was, Egbert said, taking turns in the Camaro ZL1 1LE at high speeds resulted in his banging around the interior a little bit.

"We were going so fast," Egbert said. "As a passenger, everything seemed to be a blur. It was hard to imagine driving that fast. Bill's decisions of when to speed up and slow down were amazing. Afterward, I had to laugh because of the amazing things that car can do."

Egbert said that he got the impression that the Camaro was well-received among car fanciers in Germany.

"There wasn't a lot of discussion between us and other manufacturers," Egbert said. "But I did get the impression that they were starting to respect what we could do with the Camaro."

People can always tell when they bring the Camaro to Germany, Egbert said, because it's a loud car in a specifically American way.

"I'm talking about the sound the Camaro makes when you rev its engine," Egbert said. "The sound an engine makes matters to connoisseurs. A loud engine can be a positive characteristic. But it can't be a bad loud. That sound needs a certain refinement and flair to get approval from experts."



Egbert took the Camaro ZL1 1LE to the Nurburgring track in Germany.

Egbert said they did take the Camaro out on the Autobahn, and it attracted a lot of attention from German drivers.

"This car has a high profile," Egbert said. "It looks great visually and we got a lot of thumbs up from drivers. And we had a lot of people take out their phones and take videos of the car as we passed them."

Egbert said that while he didn't drive the Camaro around Nurburgring himself, he has driven at locations such as the Milford Proving Ground. He says he's gotten up to 195 in a Camaro.

"I had to put my left foot on my right foot to achieve that speed," Egbert said. "That wasn't the

vehicle we took to Germany. It's hard to say if we'll be going back there, but I know I'd like to go back."

The most amazing thing, Egbert said, is that Chevy has built a factory-content Camaro that, from a performance point-of-view, can compete and even surpass vehicles like the Porsche 911 GT3 or the BMW M4. These are vehicles that are much more expensive than the ZL1 1LE, he said, which comes with an MSRP of \$69,995, which includes a \$995 destination charge.

"That's just amazing," Egbert said. "But then the Chevrolet Camaro ZL1 1LE was designed and engineered to be an amazing car."

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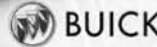
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CHEVROLET

# FCA’s Marchionne Unveils His Future Plans

MILAN (AP) – Fiat Chrysler CEO Sergio Marchionne will make a final strategic plan presentation before handing over the reins next year, and told investors on July 27 that it would take into account whether to spin off any part of the business.

Marchionne has engineered the spin-offs of CNH Industrial and Ferrari during a 13-year tenure that also included the merger with U.S. carmaker Chrysler.

Following the logic that has guided previous moves, Marchionne told analysts that the best way to get shareholder value is to “purify the portfolio.”

“If they are viable enough and large enough and sufficiently capable of carrying on their activities,” businesses should get their own space as companies, he said.

The markets have speculated that Maserati and Alfa Romeo could be potentially spun-off, but Marchionne suggested that the complexities facing the industry, including the move toward electrification and autonomous driving, would make that challenging.

“There is too much stuff going on,” he said. “If things had not moved on technologically as fast as they have in the last five or six years, I would have probably had a more benign view.”

The 65-year-old CEO, who was tapped by the stake-holding Agnelli family to turn around the failing Fiat car company in 2004, plans to hand over the reins to someone chosen from inside the company before 2019, but he discouraged speculation on who that might be.

Marchionne said he would have no role in the day-to-day operations of the company after he steps down, although he expects to continue on the board of the Agnelli family’s Exor

investment holding company.

“In terms of the running of FCA, once I have finished my mandate as CEO, I am done,” Marchionne told a conference call, saying he has been working to groom a successor. “I have zero doubt in my mind that the person who will succeed me will be as capable, if not more capable, than I am.”

Among Marchionne’s recent market strategies has been to focus on building higher-margin premium cars in Italy for export, while shifting U.S. production toward trucks and SUVs and away from passenger cars. Both trends were reflected in second-quarter earnings.

Fiat Chrysler’s premium strategy helped offset a slowdown in North America during the production transition period, with second-quarter profits tripling on booming Maserati sales and

higher revenues in all other regions.

The Italian-American carmaker reported net profit of 1.15 billion euros (\$1.35 billion) in the three months ended June 30, up from 321 million euros a year earlier.

Despite the boost, FCA maintained full-year earnings guidance of 3 billion euros on revenues of between 115 billion euros and 120 billion euros.

Maserati sales nearly doubled to 13,200 units, driven by the new Levante sport utility vehicle, which helped boost margins to 14.2 percent. The upscale brand’s earnings were 152 million euros, from just 36 million a year earlier.

U.S. revenues dropped 2 percent to 1.3 billion euros while international revenues rose across the board, with Europe profits jumping by 40 percent to 200 million euros.

# GM’s Opel Sale Approved

PARIS (AP) – The maker of Peugeot and Citroen cars finalized its \$2.5 billion takeover of General Motors’ European brands, Opel and Vauxhall, and named new management on Aug. 1 to chart an attempted turnaround.

France-based PSA Group – now Europe’s No. 2 carmaker – said in a statement that the new executives would present a restructuring plan in 100 days. Opel’s chief said it is aiming for a return to profit in 2020 and to reach a 6 percent operating profit margin by 2026, after years of losses.

The carmakers hope to save up to 1.7 billion euros annually thanks to the takeover, notably on purchasing and research and development.

Despite pledges from Peugeot to respect existing labor agreements, the deal has raised concerns about job losses.

German deputy economy minister Matthias Machnig welcomed the “clarity” of the new deal but said in a statement:

“Now the work on a plan for the restructuring of the European business must start.”

“PSA has the responsibility to present a future strategy for the new company,” Machnig said. “That includes binding investment pledges, an innovation and product strategy and a reliable division of labor in the new company.”

It also includes preserving worker participation in company management and recognizing existing wage deals, he added.

PSA has sought to reassure workers and the German and British governments that Opel will remain a German brand and Vauxhall will remain British.

PSA surpassed Renault to become Europe’s second-largest automaker with the closing of the deal, behind Volkswagen.

A planned acquisition of GM Financial’s European operations by BNP Paribas and PSA is still pending final approval, expected later this year.

# New OnStar Systems Help Keep Families Connected

CONTINUED FROM PAGE 1

anxiety by letting them know when their child has arrived at school, left a friend’s house or traveled outside of their comfort zone.”

Any Chevrolet owner in the U.S. with a 2012 model year or newer vehicle and an active OnStar subscription can sign up for three months of free OnStar Family Link by visiting OnStar.com, Chamberlain said. After the three-month trial is over, parents will have the option to keep OnStar Family Link for \$3.99 a month plus tax.

OnStar Family Link is one of several Chevrolet technologies that reduce the concerns moms and dads have when their children get behind the wheel. While OnStar Family Link helps monitor teens’ locations, Chevrolet’s Teen Driver and OnStar Smart Driver services can also help parents manage and mentor driving behaviors.

“Driving on their own was a big event in my children’s lives, but that also meant I spent more time thinking about where they were and how they were doing,” said Steve Majoros, director, Chevrolet Marketing.

“Chevrolet wants to put parents at ease by offering in-vehicle technology that shares real-time info on where their kids are and how they’re driving, so moms and dads can give feedback that helps their teens become better drivers.”

Available on 10 model-year 2017 Chevrolet vehicles, Teen

Driver allows parents to set radio volume limits and speed warnings and limit top speed to 85 mph. It also mutes the radio when the front-seat occupants are not wearing safety belts and automatically enables many available active safety features and prevents anyone from manually turning them off.

In addition, parents can use the Teen Driver in-vehicle report card to know about the distance driven, maximum speed reached, overspeed warnings issued, stability control events, antilock braking events, traction control activations, wide-open throttle events and, if equipped and supported, Forward Collision Alerts, Forward Collision Avoidance Braking events and Tailgating Alerts.

When it comes to helping teens develop better driving skills, parents also can give feedback and spark discussion with OnStar Smart Driver.

It provides monthly and trip-by-trip scores based on driving behaviors such as hard braking, speeds over 80 mph and rapid acceleration, Bender said. The monthly reports also rank where a driver stands compared with others in the state or with individuals who drive the same Chevrolet vehicle.

And after 90 days, parents can choose to share their OnStar Smart Driver driving report with participating insurance companies to potentially qualify for savings. OnStar Smart Driver is available on most 2015 and newer Chevrolet vehicles.

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## Hemi-Powered Dragsters Again Victorious

For the second week in a row, Leah Pritchett and her Mopar Hemi-powered Top Fuel dragster began July 29's elimination rounds from the No. 1 position.

Pritchett set a Sonoma Raceway elapsed-time track record with a pass of 3.669 seconds at 304.80 mph during July 27's second qualifying session for the NHRA Sonoma Nationals.

The time, recorded in prime conditions under the lights, held throughout the two ensuing qualifying rounds on July 28, giving the Papa John's Pizza/Mopar Pennzoil team from Don Schumacher Racing (DSR) their fifth No. 1 qualifying position of the year and second in as many weeks.

They also set quick time with a track record last weekend during the Mopar Mile-High NHRA Nationals at Colorado's Bandimere Speedway.

The No. 1 position was the sixth of Pritchett's career overall.

Mopar has now claimed quick time in the Top Fuel category during more than half of the events on the NHRA Mello Yello Drag Racing Series calendar this season. Pritchett's Mopar teammate Tony Schumacher has set low E.T. on three occasions in 2017, bringing the total No. 1 qualifying efforts to eight between the two drivers as the schedule reaches Sonoma for the year's 15th event. Schumacher qualified fifth in the U.S. Army car.

## Chrysler's Jeep Sales Strong In Canada

FCA Canada reported July 2017 sales, led strongly by the Jeep brand, which recorded its all-time best monthly sales in company history.

Overall, FCA Canada reported sales of 23,467 vehicles, down 3 per cent as compared with July 2016, said FCA Canada spokesman Bradley Horn.

The Jeep brand saw sales of 9,842 units for July 2017 – its highest monthly total in Canada in the brand's 75-year history.

Further, that figure also represents a significant sales improvement of 36 per cent over the same month last year.

Leading the way was the mid-size Jeep Cherokee.

With sales of 3,689 units, it was not only the brand's best seller, but matched its previous all-time record month, set in July 2015. Jeep Grand Cherokee also had a strong monthly performance, with sales of 1,888 units, up 69 per cent compared with sales from July 2016.

Canadian consumer interest and sales of the new Jeep Compass are also on the rise, Horn said.

The completely re-engineered, global, compact Compass SUV recorded a 383 per cent increase in sales for July 2017 with 1,039 units sold.

That is compared to the previous model's sales of 215 sold in July 2016.

Jeep Compass, Horn said, expands the brand's global reach by providing consumers with an unmatched combination of attributes that include best-in-class 4x4 off-road capability and advanced fuel-efficient powertrains.

The Canadian-made Chrysler Pacifica minivan also saw year-over-year sales gains of 16 per cent for July 2017. Sales of the Pacifica are reflecting consumer satisfaction figures Chrysler has garnered, Horn said.

## Breaking News from Dick Huvaere's...

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**2017 Chrysler 300 S AWD**  
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J7-60179

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J7-60074

**2017 Jeep Grand Cherokee Laredo 4x4**  
**SALE PRICE \$25,918**  
J7-20202

**2017 JEEP GRAND CHEROKEE LAREDO 4X4**  
**LEASE FOR \$118\*\***  
24 Mos. \$995 due  
J7-20202

**2017 JEEP GRAND CHEROKEE ALTITUDE 4X4**  
**LEASE FOR \$135\*\***  
24 Mos. \$1995 due  
J7-20203

**2017 JEEP GRAND CHEROKEE LIMITED 4X4**  
**LEASE FOR \$169\*\***  
24 Mos. \$1995 due  
J7-20204

**2017 JEEP CHEROKEE LATITUDE 4X4**  
**LEASE FOR \$213\*\***  
36 Mos. \$1995 due  
J7-70113

**2017 JEEP WRANGLER UNLIMITED 4X4**  
**LEASE FOR \$172\*\***  
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**2017 JEEP WRANGLER UNLIMITED 4X4**  
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24 Mos. \$100 due  
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24 Mos. \$100 due  
**\$3000 HUVAERE CASH**  
D7-12678

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**2 YEAR/1 PAY LEASE \$3212\*\***  
24 Mos. \$675 due  
**LEASE FOR \$121\*\***  
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D7-13375

**AUGUST RAM LEASE SPECIAL**  
**2017 1500 CREW CAB 4X4 BIG HORN**  
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• Spray-in Bedliner  
• Hitch  
• Black Tubular Steps  
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• 26W Package  
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# Summer Weather Brings New Construction to Tech Center

by Jim Stickford

Summer construction has meant one thing for GM employees who work at the Tech Center in Warren – detour ahead.

In addition to Macomb County beginning construction on 12 Mile between Van Dyke and Mound, Tech Center employees this summer have to navigate their way around the construction of a new parking deck and additions to the Alternative Energy Center (AEC). The end result is a lot of detours.

“The parking structure that is going up is called VEC Tower Parking,” said Candace Messing, program manager, General Motors Technical Center Transformation. “When it is finished in the first quarter of 2018, there will be 2,400 new parking spots. And it will have a covered pathway that directly connects the parking structure to the VEC building – something that will protect people from the elements when walking to their jobs at VEC.”

And part of the work being done at the Tech Center in upcoming months will include additions to AEC, Messing said. The building will be enlarged, and its footprint will expand into land currently being used for VEC parking, hence the need for the VEC Tower.

“There is no such thing as immaculate construction,” Messing said. “All construction projects create inconveniences for the people who have to be around them. GM is investing a billion dollars in upgrading the Tech Center. What helps is being able to communicate with people on what’s being done. When people have an understanding of what the end goal is and how it will benefit them, they tend to feel better about the construction. By

keeping our eyes on the prize, it helps people cope with the inconveniences.”

And part of making sure that problems are kept to a minimum means working with others.

“We worked very hard to make sure that the construction work we did at gates Nine and 11 was completed before the county began construction work on 12 Mile,” Messing said. “Because we and the county were in communication, we knew their timetable and were able to adjust our timetable so that the work on gates Nine and 11 would be completed before work started on 12 Mile.”

“It’s funny when we were talking with people about what they wanted done in the Tech Center to improve things, many people specifically mentioned that they’d like to see 12 Mile fixed up. We don’t control 12 Mile, but when we heard it was going to be repaired, we worked with the government to minimize the impact.”



Once completed, this parking garage will have room for 2,400 vehicles.

And by letting people know ahead of time what the construction schedule is, people can plan ahead. GM also worked closely with the city of Warren to make sure that future problems of flooding, such as the one experienced a couple of years ago, doesn’t happen again.

By informing people of what’s happening and why, GM has

been able to minimize problems, Messing said. Changes in the Tech Center reflect a change in philosophy at GM.

The buildings, once construction is complete, will be more open physically and bosses won’t be so separate from the people they manage.

Construction is expected to go on well into 2018.

## Renault-Nissan Group Sells The Most Cars

TOKYO (AP) – The alliance of Japanese automaker Nissan Motor Co. and Renault SA of France led in global vehicle sales for the first half of this year, the first time it has claimed top rank.

The Nissan-Renault alliance, which includes Mitsubishi Motors Corp., sold 5,268,079 vehicles around the world in January-June.

That was more than Volkswagen AG at 5,155,600, and Japanese rival Toyota Motor Corp., which said July 28 it sold 5,129,000 vehicles in the first half.

Volkswagen, which includes Audi and Lamborghini nameplates in its group, became the world’s top-selling automaker last year for the first time.

U.S. rival General Motors Co., which had held that crown for more than seven decades, trailed at fourth place, selling about 4.7 million vehicles in the first half.

Although Volkswagen’s reputation has suffered recently from a huge scandal over cheating on emissions tests, booming sales in China and other markets have helped offset the damage.

Toyota, which makes the Camry sedan, Prius hybrid and Lexus luxury models, surpassed General Motors in 2008, but fell behind GM in 2011, when production was hit by a quake and tsunami in northeastern Japan. Toyota became No. 1 again, only to be dethroned by Volkswagen.

Carlos Ghosn, chief executive of the Renault-Nissan alliance, said the automaker will continue to build on its record sales. Among the models the alliance offers are the X-Trail, Altima and Qashqai, as well as the Leaf electric car.

## California, U.S. Reach Agreement with VW

WASHINGTON (AP) – Volkswagen and U.S. environmental regulators announced agreement July 27 on a plan for the German automaker to fix most of the diesel cars involved in an emissions cheating scandal.

The company said the EPA and the California Air Resources Board have approved the program, which involves about 326,000 VW cars sold between 2009 and 2014. That’s the first generation of the “Clean Diesel” cars with 2.0-liter TDI engines, including the Jetta and Audi A3.

Under the plan, VW owners can either choose to have their emissions systems repaired for free or have the company buy

back their vehicles. The company says the fix does not impair driving performance.

With the deal, Volkswagen said it has completed plans covering about 98 percent of all the affected cars with 2.0-liter engines sold in the U.S. It has been more than a year since VW agreed to pay more than \$15 billion to settle criminal charges and civil claims related to the company’s sale of nearly 600,000 cars with “defeat devices” designed to beat U.S. emissions tests.

Volkswagen has admitted that the cars were sold with illegal software programmed to turn on emissions controls during government lab tests and turn them

off while on the road. Investigators determined that the cars emitted more than 40 times the legal limit of nitrogen oxide, which can cause respiratory problems in humans. The company got away with the scheme for seven years until independent researchers reported it to government regulators.

Retrofitting the older “Generation 1” cars to meet U.S. air quality standards represented was an engineering challenge for VW because the cars were not designed to do so in the first place.

The approved fix involves both software and hardware changes that would be installed at dealerships across the U.S.

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- REAR VISION CAMERA!
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General Motors Co. said its sales fell 15.4 percent to 226,107. The automaker saw double-digit percent declines at GMC, Chevrolet, Cadillac and Buick. Sales of GM's best seller, the Chevrolet

His wife was released on \$10,000 unsecured bond following her arraignment in court on July 31.

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Designers hold an annual parade before the Woodward Dream Cruise.

## GM Design Hits the Road For Woodward Cruise

GM Design is once again helping make the Woodward Dream Cruise a celebration of the company's design work over the decades.

Kathy Englehart, a Global Design Process & Training Lead at the Tech Center's Design Center, is a We Team member that organizes the annual "Design on Woodward" event for the GM Design group.

Englehart said GM Design is a group of employees who work at the Design Center. The vehicles that are displayed at the "Design on Woodward" show belong to the GM Design members.

"This is not an official GM function," Englehart said. "But it is a celebration of GM products and the designs of GM employees through the years. We get to show our fellow design employees our passion for cars. We don't always get to do that because when we're working, we keep our heads down and our noses to the grindstone. This event allows us to get together and have some fun and show off our personal cars."

The "Design on Woodward" event is funded through the sale of specialized shirts, Englehart said. Each year, different designers create designs for shirts. The shirts are made and sold to GM Design members.

This year, four different shirts were created, including one with a design celebrating 65 years of the Corvette. Another shirt's design was created around "M1" which stands for Woodward. That shirt is a tradition.

Another design was created around a stylized speedometer. The fourth shirt is a "garage" shirt, which has become more popular in the last couple of years. "That shirt looks like the kind of shirt someone who works in a commercial garage might wear. It has the shirt owner's name stenciled on it," Englehart said.

The profits from the shirt sales go toward paying for all the expenses of their event.

"The 2017 'Design on Woodward' gathering will begin with a parade that starts at the Tech Center at noon," Englehart said. "We get an escort from the Warren police. They're great. And thanks to their connections, as we enter other jurisdictions, police from those jurisdictions continue the escort."

The plan is to plan to leave campus on the North end and take 13 mile West to Coolidge and enter the park there.

The parade, this year, will end at Memorial Park at the corner of 13 Mile and Woodward, Englehart said. In previous years, the group met at a different corner of 13 Mile and Woodward, but construction of new buildings has closed that area off to outsiders.

"Once people get to the final destination, there will be a DJ and a food truck," Englehart said.

"We always have hot dogs and this year the hot dogs are being

provided by the Detroit Dog Company."

Englehart said they expect to have roughly the same number of vehicles on display this year as they did last year.

"There were a total of about 140 cars at the show," Englehart said. "The parade had about 100 vehicles. Not everyone who displayed a car was able to participate in the parade. Some people still have to work. But as the day goes on, they'll be able to get to the show."

Englehart said that the "Design on Woodward" show is meant to be more relaxed and informal way for GM designers to share their automotive passions.

But that doesn't mean GM doesn't have more formal events scheduled for the Dream Cruise.

GM spokeswoman Robyn Henderson said that Chevrolet will have a formal display at the Birmingham Triangle area at 15 Mile and Woodward on Saturday, Aug. 19.

"Chevrolet will have a display that will feature special edition trucks," Henderson said. "There will also be a display marking 65 years of the Corvette as well as Redline editions of Chevy trucks and cars. Our partners Barrett-Jackson and Wayne State, with its eco-car, will also have vehicles on display. There will be, of course, food and music as well. I urge people to come out and see what we're doing."

## Detroit's Area Viper Owners Are Gathering

Members of the Motor City Viper Owners Club (MCVO) will be meeting in Berkley on Tuesday, Aug. 15 in a pre-celebration meeting beginning at 4 p.m.

The gathering will take place on Woodward and Wiltshire at the Firehouse Subs.

The cost for this event will be \$15 per person and will include subs, chips, cookies and a beverage along with a parking spot at Firehouse Subs (12 Mile And Woodward).

For those members who can't make it by 4 p.m., "food won't be served until later in the evening and you're welcome to join us at anytime," said club president Bruce Heckman.

And the MCVO has made arrangements with the Birmingham Masonic Temple, 37357 Woodward Ave, Bloomfield Hills, for reserved parking for the Dream Cruise, Heckman said.

Food will be available for purchase along with restroom facilities.

The cost is \$20 per Viper. Daily drivers can be parked in the back lot at no charge.

There will be in and out access for the parking lot for those who would like to cruise and return to the lot, Heckman said.

For more information, go to [www.mcvo.net](http://www.mcvo.net).

# 2017 Woodward Dream Cruise Activities

The 2017 Woodward Dream Cruise is coming to town.

This year, the show begins on Friday, Aug. 18, with events taking place along Woodward Avenue in Berkley, Birmingham, Bloomfield Township, Ferndale, Pontiac and Royal Oak. Here are some highlights of upcoming planned events.

**City of Berkley** – Friday, Aug. 18:

- 6 p.m.-9 p.m.: Kid's Inflatable Zone at 12 Mile Road and Tyler.
- 6 p.m.-9 p.m.: DTE Energy featuring games, prizes at 12 Mile Road & Griffith South.
- 6 p.m.-9 p.m.: Food Court at 12 Mile Road & Robina South and the Downtown Business District.
- 6:30 p.m.-7:30 p.m.: Berkley's Classic Car Parade at 12 Mile Rd between Coolidge and Greenfield.

• Classic Car Parade Parking for viewing parade of cars, behind the Berkley Theater at Robina.

• 7:30 p.m.-9 p.m.: Tri-Community Coalition Street Dance at 12 Mile Road & Griffith North.

**City of Birmingham** – Saturday, Aug. 19:

- 9 a.m.-7 p.m. – Birmingham Cruise Classic Car Show. South Old Woodward from Merrill to Lincoln.
- 7 p.m.-9 p.m. – WXYZ-TV Live Broadcast. South Old Woodward from Merrill to Lincoln.

• Noon-2 p.m. – 104.3 WOMC Live Broadcast at Old Woodward and Lincoln.

• Noon-7 p.m. – 104.3 WOMC Live Entertainment stage at Old Woodward and Lincoln.

• 4 p.m.-7 p.m. – Live Entertainment with The Phoenix Theory (Classic Hits).

**City of Bloomfield Township** – Saturday, Aug. 19:

- 9 a.m.-5 p.m. – Bloomfield Township Classic Car Show and



The Woodward Dream Cruise is celebrated by thousands.

Bill Wells Car Classic at 36600 Woodward.

**City of Ferndale** – (Ferndale will be hosting some events on Thursday, Aug. 17):

- Thursday 6 p.m.-9 p.m. Ford Motor Company will sponsor a filming of a live production Channel 56 PBS production of "Dream Cruise Road Show" at Nine Mile Road, west of Woodward. Classic cars and the people who own them will be showcased.

Friday, Aug. 18:

- 1 p.m.-8 p.m. – 17th Ferndale Emergency Vehicle Show.
- 5:30 p.m. – Lights & Sirens Cruise.
- 5:30 p.m.-8 p.m. 104.3 WOMC "Cruisin' with the Dr. Pepper. Live Entertainment with Ricky-See.

Saturday, Aug. 19:

- 10 a.m.-7 p.m.: 19th Mustang Alley Show.
- City of Pontiac**
- Downtown Pontiac Car Show. Takes place in downtown Pontiac Friday, Aug. 18, and Saturday, Aug. 19.

**City of Royal Oak** Friday, Aug. 18:

- Noon-7 p.m. – Performance Park Classic Car Show.

Saturday, Aug. 19:

- 6 a.m.-8 p.m. – 104.3 WOMC Broadcast Tower at CVS Corner. 13 Mile & Woodward.
- 8 a.m.-8 p.m. – Classic Car Show at the Northwood Shopping Center.
- 8 a.m.-8 p.m. – Performance Park Classic Car Show at Memorial Park.
- 11 a.m.-7 p.m. – Ford Family Zone and 104.3 WOMC at Pioneer Park.

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# Ford Marks 100 Years of Manufacturing Pickup Trucks

The first Ford pickup truck was introduced on July 27, 1917. That vehicle, the 1917 Ford Model TT, forever changed the auto industry – and the very nature of work itself, said Ford spokesman Jiyun Cadiz.

A century later, Ford trucks are among the most iconic vehicles in the world. F-Series has been America's best-selling truck for 40 consecutive years and best-selling vehicle for 35 straight years, Cadiz said.

Throughout this rich history, Ford continuously has worked to improve its trucks by listening to truck owners and developing new innovations that improve their ability to get the job done, Cadiz said. These innovations give today's Ford truck owners greater towing and hauling capability, advanced engines for improved efficiency, and driver-assist technologies that make it easier and more convenient to operate, said Cadiz.

Nine years after the first Model T saw Ford customers asking for a vehicle that could haul heavier loads and provide greater utility for work and deliveries. On July 27, 1917, Ford responded with the Model TT, which retained the Model T cab and engine. The Model TT came with a heavier-duty frame capable of carrying one ton of payload. The factory price was \$600; 209 were sold that year.

Similar to the Fordson tractor introduced in 1917, Henry Ford envisioned a chassis that could accommodate third-party beds, cargo areas and other add-ons to deliver the increased functionality needed to get work done. It was a formula for success. By 1928, Ford had sold 1.3 million Model TTs before replacing the truck with the more capable Model AA with a 1.5-ton chassis.

Henry Ford marketed his early trucks heavily in rural areas, according to Ford historian Bob Kreipke. "Model AA trucks in particular had a certain class to them," he said. "Customers could use them on the farm, yet still take them to church on Sunday."

Like the Model TT, the Model AA was available exclusively as a chassis cab offered in two lengths, with new powertrain and axle options for greater capacity. To stay ahead in what had become a hotly competitive business, Ford replaced the Model AA with the even more capable Model BB in 1933.

Many were outfitted as mail and freight vehicles, ambulances and stake trucks. Two years later, Ford introduced the 1935 Model 50 pickup, powered exclusively by its famous Ford Flathead V8 engine.

By 1941, Ford sold more than 4 million trucks. Changing over to war production resulted in the loss of consumer sales but a gain in experience building heavy-duty military truck chassis and four-wheel-drive personnel carriers.

A year after consumer production resumed in 1947, Ford leveraged that knowledge to provide even more innovations for its customers.

"After the war, a lot of rural Americans moved to urban and suburban centers looking for work, and many took their Ford pickups with them," said Kreipke. "Ford saw this as an opportunity, and began work on the next generation of trucks for 1948, what came to be known as F-Series Bonus Built trucks."

This first-generation F-Series covered Classes 2 through 7 capacities – from the half-ton F-1 to the much larger F-8 cab-over truck. With the arrival of the second-generation F-Series for 1953, Ford increased engine power and capacity, and rebranded the series. The F-1 became the F-100, while F-2 and F-3 trucks were integrated into the new F-250 line. F-4 became F-350. Class 8 trucks were spun off into a new C-Series commercial truck unit that produced iconic C-, H-, L-, N-, T- and W-Series Ford trucks.



1953 Ford F100



2018 Ford F-150

Throughout this period, Ford trucks started looking less utilitarian, sporting two-tone paint, automatic transmissions, and improved heater and radio offerings. New standard features debuted with the 1953 F-100, including armrests, dome lights and sun visors. Lower and with a wider cab, the new truck featured integrated front fenders and a more aerodynamic design.

**“Model AA trucks in particular had a certain class to them.”**

**– Bob Kreipke, Ford Historian**

Then, in 1957, Ford tested out a car-based truck – the Falcon Ranchero. Marketed as “More Than a Car! More Than a Truck!,” this light-duty truck brought car-like amenities to consumers.

Revolutionary twin I-beam front suspension debuted in 1965. An upscale Ranger package appeared in 1967. Ads emphasized improved comfort, value and durability, as Ford trucks now offered power steering and brakes, and a lower chassis profile. A larger SuperCab option introduced in 1974 featured more comfortable seating to attract dual-purpose work and family buyers.

With the arrival of the sixth-generation F-Series in 1975, Ford dropped the popular F-100, replacing it with a higher-capacity F-150 pickup to combat the C/K trucks from General Motors. By 1977, F-Series pulled ahead in the sales race, and 26 million trucks later, Ford hasn't looked back.

That same year, a copywriter for a Ford truck magazine is said to have written three simple words that would come to define the brand – Built Ford Tough. It is more than a slogan – it's the F-Series brand promise to its owners and the mantra for Ford's entire truck team.

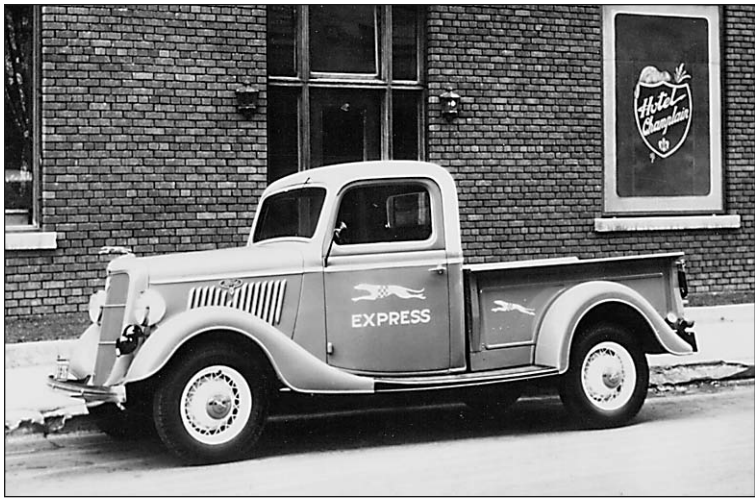
Trucks were fast becoming universal family vehicles, in addition to being work trucks, according to Kreipke. Instead of renting a truck for a big job or for towing, people now had ones they could use for

work during the week, then hitch a trailer to and haul the family in for weekend getaways. Ford trucks were adapting to the changing, more active American lifestyle.

Premium edition trucks, such as the Lariat package introduced in 1978, offered more comfort features including air conditioning, leather trim, and power windows and locks. In 1982, Ford charted a different course with an all-new compact truck – Ranger. Versatile and efficient, Ranger quickly built a reputation for being tough and capable, leading it to thrive in diverse markets around the world. Now, after a seven-year hiatus, Ford is reintroducing an all-new Ranger in North America in 2019.

Ford reset the benchmark again in 1998 with the introduction of F-Series Super Duty. Engineered for fleet and heavy-duty work use, Super Duty – from the F-250 all the way up to the F-750 – more clearly defined Ford trucks for a growing base of commercial applications.

With an expanding lineup of F-Series trucks, the company added



1935 Ford Greyhound



1975 Ford F-150

high-end trim and technology packages to meet customers' diverse needs. The addition of King Ranch, Platinum and Limited model trucks provided more luxury content along with improved functionality and capability. Features such as premium leather-trimmed seating, SYNC with navigation, sunroofs and heated seats, along with gross vehicle weight and tow ratings in the 15,000-pound range combined to deliver on the Built Ford Tough brand promise.

While Ford worked to continuously increase truck capabilities, the company made bold investments in efficiency, too. Powerful, yet efficient EcoBoost V6 engine technology debuted for 2011, providing customers with better fuel economy and power.

This was followed by the industry's first high-strength, military-grade, aluminum-alloy body for the 2015 F-150, providing customers the “and” solution of greater efficiency and more capability. Two years later, 2017 Super Duty trucks also got lighter-weight high-strength, military-grade, alu-

minum-alloy bodies – a savings Ford reinvested in providing best-in-class towing and hauling capability.

Innovation on the performance front continued, too, with Ford leading the way in the specialty truck segment. Early examples include Harley-Davidson F-150 and F-150 SVT Lightning. Then came Raptor – the first off-road trophy truck from a major manufacturer.

Inspired by desert racing and designed specifically to meet the needs of off-road truck enthusiasts, the purpose-built F-150 Raptor set the bar high for off-road performance.

Today's second-generation 2017 F-150 Raptor features a 450-horsepower EcoBoost V6, 10-speed transmission, and segment-exclusive Terrain Management System with electronic-controlled transfer case and differentials.

Ford is credited with putting the world on wheels, and Ford trucks helped build America and “Ford trucks carried the loads, the people and the products necessary to get the job done,” Kreipke said.

## Mustang Can Be Loud or It Can Go Quiet

CONTINUED FROM PAGE 1

ticket. Nor did he get angry. What he got was an idea for the new Mustang.

“I love the sound of the V8, but it can be loud, and you can't annoy people like that in your neighborhood,” said von Foerster, who now leads Ford's user experience team in product development. “It sounds so cool, but I thought, ‘There has to be a way to give people more control over the engine's sound.’”

The experience fueled a discussion between von Foerster and fellow Mustang program team members that led to development of Quiet Exhaust mode and industry-first Quiet Start, known as “Good Neighbor Mode” among Mustang engineers, Jones said.

The new features on properly equipped 2018 Mustang GT vehicles allow drivers to keep engine sound at a minimum if they wish to program quiet start-up times in advance.

While some sports cars offer active exhaust systems with on/off functionality, Mustang's Quiet Start is the first to allow

scheduling of times. Using steering wheel-mounted thumb controls, drivers toggle through a menu in the instrument cluster to select when they want to fire up their Mustang GT without sharing the event with neighbors.

For example, between 8 p.m. and 7 a.m., drivers can keep the peace by scheduling their car to start, minus the roar, Jones said.

Both new Quiet Exhaust mode and Quiet Start features will be part of the available active valve performance exhaust system on the new Mustang GT, along with different exhaust volumes for Normal, Sport and Track modes, giving customers more choice than ever before.

“Active valve performance exhaust gives Mustang owners the best of both worlds – that classic Mustang sound, and the ability to not wake up your neighbors when you leave the house early in the morning or arrive home late at night,” said Matt Flis, Ford exhaust development engineer.

Neighborhoods across the country should be thrilled, von Foerster said. According to a recent poll by Ranker.com, loud en-

gine revving ranks among the most annoying noises neighbors make, alongside other common noise nuisances including power tools, barking dogs and band practice.

Only early-morning lawn mowing is more robustly despised. With new Quiet Exhaust mode and Quiet Start, Ford is doing its part to keep the peace.

“When sounds get up into the upper-70-decibel range, that's typically about when they start to bother people,” said Flis. “With quiet start activated, the decibel level of the new Mustang GT drops by about 10 decibels, to a much more comfortable 72 decibels – about the level of a household dishwasher.”

On Mustang GT equipped with the available all-digital 12-inch instrument cluster, the exhaust mode menu appears within the pony menu.

With the standard 4-inch cluster, exhaust mode is found within the settings menu.

Active valve performance exhaust is one of many changes Mustang fans will see when cars reach showrooms later this year, Jones said.



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pmakowski@edrinke.com



Dennis Thacker  
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All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved S Tier credit. Terrain, Encore, Sierra Double, Enclave, Acadia Limited, Acadia, Sierra Denali, and Regal. Envision, Verano, Yukon, Lacrosse, and Cascada are 36 month leases. All Vehicles shown are \$999 down except for the Yukon which is \$1999. Disposition Fee may be required at vehicle turn in. Yukon, Enclave and Sierra Double cab are former courtesy Vehicles. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to select model vehicles- while supplies last. Pricing has included instant value certificates, while supplies last. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Exp date: 8/31/2017.



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| <p><b>2017 CHEVY SILVERADO</b><br/>1500 4WD LT DOUBLE CAB<br/>LEASE FOR <b>\$79*</b> PER MONTH OR <b>\$30,959*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$0</b> DOWN<br/>STOCK #572310</p>  | <p><b>2017 CHEVY VOLT LT</b><br/>LEASE FOR <b>\$159*</b> PER MONTH OR <b>\$29,729*</b> PURCHASE FOR<br/><b>36</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #471089</p>     | <p><b>2017 CHEVY CRUZE LT</b><br/>LEASE FOR <b>\$69*</b> PER MONTH OR <b>\$15,969*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #471370</p>  | <p><b>2017 CHEVY EQUINOX LT</b><br/>LEASE FOR <b>\$49*</b> PER MONTH OR <b>\$19,429*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #576881</p>                        |
| <p><b>2017 CHEVY MALIBU LT</b><br/>LEASE FOR <b>\$59*</b> PER MONTH OR <b>\$16,619*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #470748</p>                           | <p><b>2017 CHEVY CAMARO 1LT</b><br/>LEASE FOR <b>\$189*</b> PER MONTH OR <b>\$23,149*</b> PURCHASE FOR<br/><b>36</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #470207</p>  | <p><b>2017 CHEVY TRAX LS</b><br/>LEASE FOR <b>\$49*</b> PER MONTH OR <b>\$13,789*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$999</b> DOWN<br/>STOCK #577297</p>   | <p><b>2017 CHEVY TRAVERSE</b><br/>Courtesy Vehicle • LT<br/>LEASE FOR <b>\$79*</b> PER MONTH OR <b>\$24,119*</b> PURCHASE FOR<br/><b>24</b> MONTHS <b>\$0</b> DOWN<br/>STOCK #576129</p>  |

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